



PEX PharmaSequence monthly report - December 2019

Total open market (sell-out report)

	December 2019	Change in comparison to			Cumulative YTD		Forecast		
		November 2019	January 2019	December 2018	2019	Change vs 2018	2019	Change vs 2018	Change vs 2017
Total turnover (PLN million)									
Total open market ¹	3 375	7.9%	2.1%	7.6%	37 172	7.5%	37 172	7.5%	12.7%
Rx reimbursed ²	1 103	4.5%	2.2%	6.3%	12 660	4.0%	12 660	4.0%	8.5%
Rx nonreimbursed ³	741	4.9%	5.3%	13.5%	8 307	10.6%	8 307	10.6%	14.4%
Non Rx products ⁴	1 509	12.4%	0.9%	5.7%	15 919	8.8%	15 919	8.8%	15.1%
Reimbursement									
Reimbursement value (PLN million)	829	4.1%	3.8%	8.6%	9 498	6.3%	9 498	6.3%	12.8%
Reimbursement share In total turnover	24.6%	-3.4%	1.7%	0.9%	25.6%	-1.1%	25.6%	-1.1%	0.1%
Reimbursement share In reimbursed sales	74.1%	-0.2%	2.0%	2.0%	73.9%	2.0%	73.9%	2.0%	3.9%
Average price per pack (PLN)									
Total ¹	21.9	-0.1%	4.8%	4.2%	21.2	2.0%	21.2	2.0%	4.8%
For reimbursed Rx products ²	28.8	0.8%	3.4%	1.3%	28.8	2.8%	28.8	2.8%	4.8%
For nonreimbursed Rx products ³	26.9	-0.4%	4.8%	4.0%	26.9	5.9%	26.9	5.9%	9.3%
For Non Rx products ⁴	17.1	1.1%	4.8%	4.8%	17.1	8.1%	17.1	8.1%	12.1%
Average mark-up									
Total ¹	24.9%	1.3%	0.2%	-0.6%	24.7%	-1.2%	24.7%	-1.2%	-2.1%
For reimbursed Rx products ²	19.4%	2.3%	1.1%	1.3%	19.2%	2.8%	19.2%	2.8%	3.7%
For nonreimbursed Rx products ³	21.9%	2.4%	5.7%	-0.4%	21.2%	-7.4%	21.2%	-7.4%	-14.6%
For Non Rx products ⁴	28.9%	0.4%	0.1%	-1.7%	29.1%	-1.5%	29.1%	-1.5%	-1.3%
Average pharmacy									
Number of patients in pharmacies	4 230	8.5%	0.7%	7.4%	46 710	6.6%	46 710	6.6%	8.4%
Total turnover (PLN thousand) ¹	243	8.2%	7.3%	13.6%	2 618	12.8%	2 618	12.8%	19.0%

- Total pharmacy turnover cumulative in PLN million -

	Pharmacy market total ¹		Rx reimbursed prescriptions ²		Rx nonreimbursed prescriptions ³		Non Rx products ⁴	
	Total	Change vs 2018	Total	Change vs 2018	Total	Change vs 2018	Total	Change vs 2018
2019								
January	3 307	11.4%	1 079	6.1%	704	14.9%	1 495	14.0%
February	6 359	9.9%	2 097	7.5%	1 361	11.9%	2 851	10.7%
March	9 462	6.4%	3 156	4.3%	2 045	8.8%	4 191	6.7%
April	12 457	8.0%	4 196	5.4%	2 719	10.0%	5 447	9.1%
May	15 427	9.0%	5 248	6.3%	3 397	11.1%	6 663	10.1%
June	18 271	7.8%	6 240	3.6%	4 042	9.8%	7 849	10.4%
July	21 318	8.5%	7 329	4.7%	4 750	10.8%	9 072	10.5%
August	24 160	7.7%	8 318	4.2%	5 402	10.1%	10 250	9.4%
September	27 231	7.8%	9 331	4.1%	6 079	10.3%	11 609	9.6%
October	30 668	7.9%	10 501	4.1%	6 860	10.6%	13 067	9.6%
November	33 797	7.5%	11 557	3.7%	7 567	10.4%	14 410	9.1%
December	37 172	7.5%	12 660	4.0%	8 307	10.6%	15 919	8.8%

Retail sales in PLN

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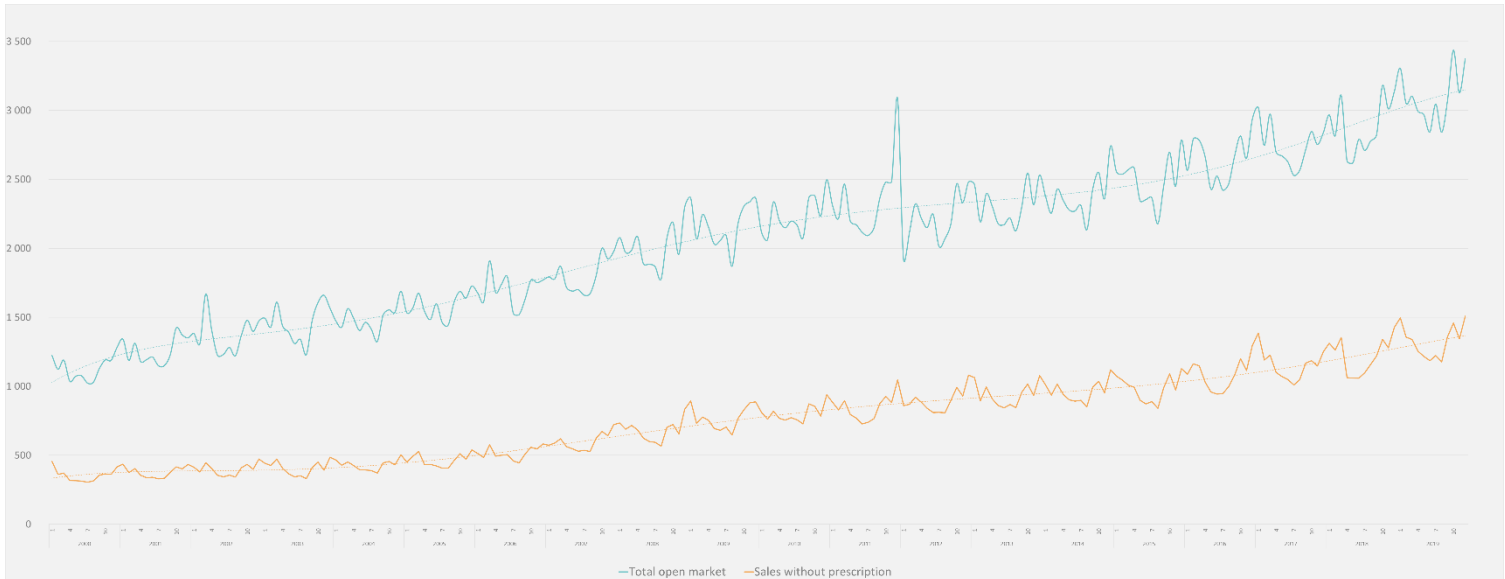
Sąd Rejonowy dla m. st. Warszawy w Warszawie, XIII Wydział Gospodarczy,
KRS 0000178089, REGON: 015579675, NIP 9512093564, kapitał zakładowy 1 000 000 zł.



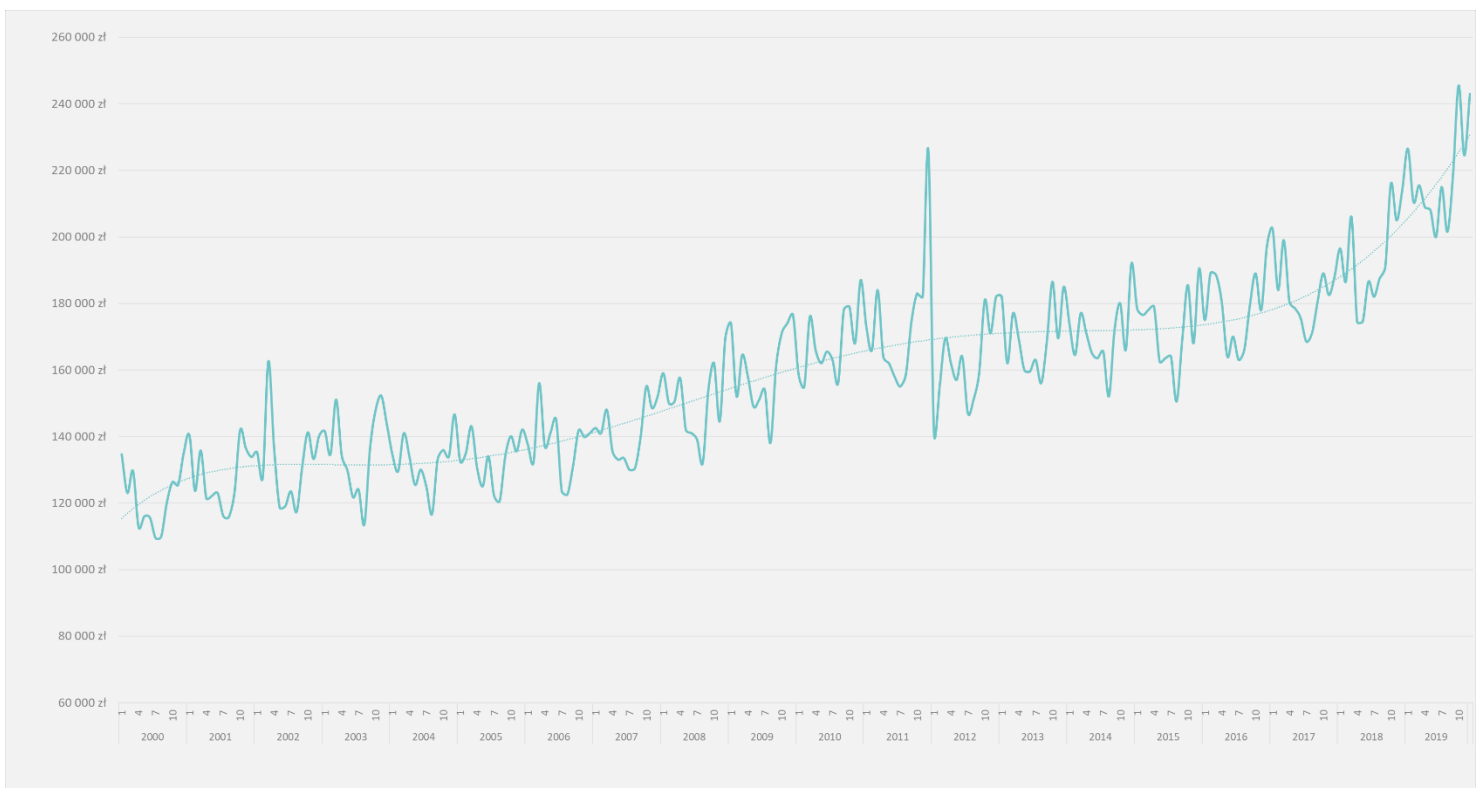
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Trends

- Total monthly pharmacy sales in PLN million -



- Total monthly sales in an average pharmacy in PLN -



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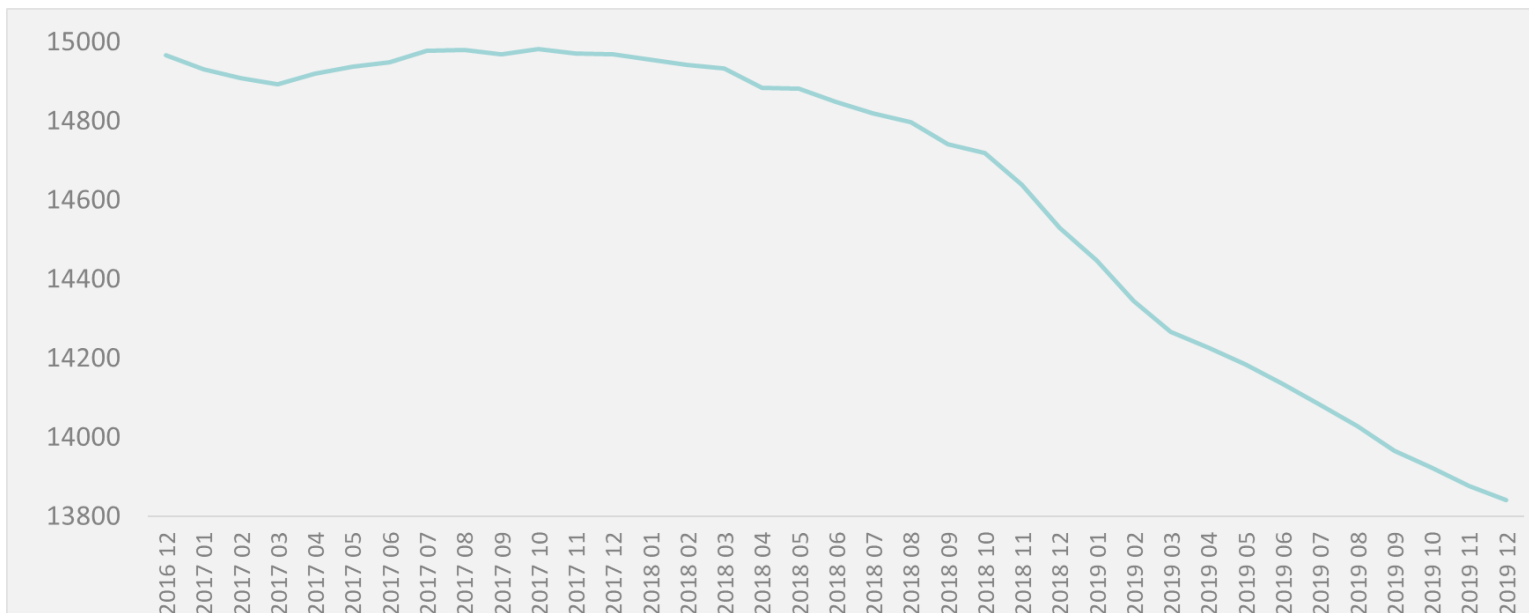
Average pharmacy

	December'19		YTD'2019		November'19		Change		December'18		Change		YTD'2018		Change	
							Value	%	Value	%	Value	%	Value	%	Value	%
Total turnover (thousand PLN)																
Total open market ¹	243	2 618	225	18.5	8.2%	214	29.0	13.6%	2 320	297.5	12.8%					
Rx reimbursed ²	79	891	76	3.7	4.9%	71	8.6	12.2%	817	74.6	9.1%					
Rx nonreimbursed ³	53	585	51	2.7	5.2%	45	8.8	19.9%	504	81.3	16.1%					
Non Rx products ⁴	109	1 121	96	12.3	12.7%	97	11.2	11.5%	982	139.0	14.2%					
Average price⁵ per pack (PLN)																
Total ¹	21.9	21.5	21.9	-0.03	-0.1%	21.0	0.9	4.2%	20.8	0.7	3.3%					
For reimbursed Rx products ²	28.8	28.3	28.6	0.2	0.8%	28.4	0.4	1.3%	28.0	0.3	1.2%					
For nonreimbursed products ³	26.9	26.4	27.0	-0.1	-0.4%	25.9	1.0	4.0%	25.4	1.1	4.2%					
For Non Rx products ⁴	17.1	16.5	16.9	0.2	1.1%	16.3	0.8	4.8%	15.8	0.7	4.7%					
Average mark-up*																
Total ¹	24.9%	24.70%	24.5%	0.3%	1.3%	25.0%	-0.1%	-0.6%	25.0%	-0.3%	-1.2%					
For reimbursed Rx products ²	19%	19.2%	18.9%	0.4%	2.3%	19.1%	0.2%	1.3%	18.7%	0.5%	2.6%					
For nonreimbursed Rx products ³	22%	21.2%	21.4%	0.5%	2.4%	22.0%	-0.1%	-0.4%	22.8%	-1.6%	-7.2%					
For Non Rx products ⁴	29%	29.1%	28.7%	0.1%	0.4%	29.4%	-0.5%	-1.7%	29.6%	-0.5%	-1.6%					
Number of patients																
Total ¹	4 230	46 710	3 900	330	8.5%	3 940	290	7.4%	43 810	2900	6.6%					
For reimbursed Rx products ²	950	9 440	800	150	18.8%	740	210	28.4%	8 590	850	9.9%					
For nonreimbursed Rx products ³	860	9 580	830	30	3.6%	780	80	10.3%	8 950	630	7.0%					
For Non Rx products ⁴	3 450	38 610	3 210	240	7.5%	3 330	120	3.6%	36 500	2110	5.8%					
Number of pharmacies - summary[#]																
	13 841	14 110	13 875	-34	-0.2%	14 530	-689	-4.7%	14 807	-697	-4.7%					

*Values in „Change – value“ for average mark-up in percentage points

[#] Number of pharmacies based on PEX's analysis.

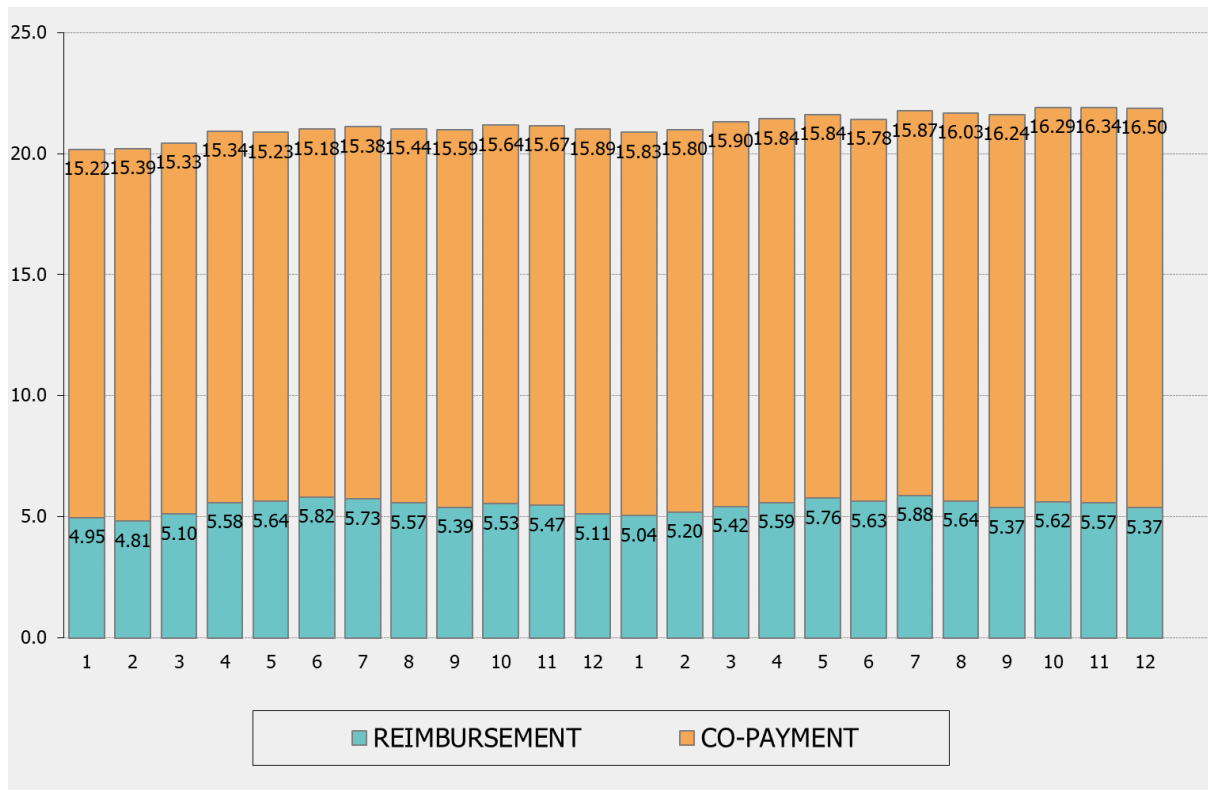
- Pharmacies on the open market -



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Price

- Structure of the average retail price⁵ -



All amounts are retail open pharmacy sales in PLN

Most important terms:

¹ Total open pharmacy market sales

² Total sales of Rx products covered by NHF reimbursement

³ Total sales of Rx products not covered by NHF reimbursement

⁴ Total sales of products available without prescription, including OTC medicines, food supplements, herbs, patches, medical devices, etc.

⁵ The calculation of the average price is based on products categorized and included in the pharmacy data database operated by PEX PharmaSequence and Kamsoft (Omnibus) – they make up 97% of the pharmacy market.

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PEX PharmaSequence commentary

The pharmacy market in December 2019 saw sales go close to 3 375.0m PLN. Value of sales compared to December 2018 grew by over 237.8m PLN (+7.6%). Compared to November of 2019, sales grow by approximately 245.9m PLN (+7.9%).

Compared to the same period of 2018 the value of tracked segments grew for all monitored segments. Sales based on non-reimbursed prescriptions grew by 88.4m PLN (+13.5%), the non-prescription segment grew by 81.1m PLN (+5.7%), sales based on reimbursed prescriptions grew by 65.3m PLN (+6.3%).

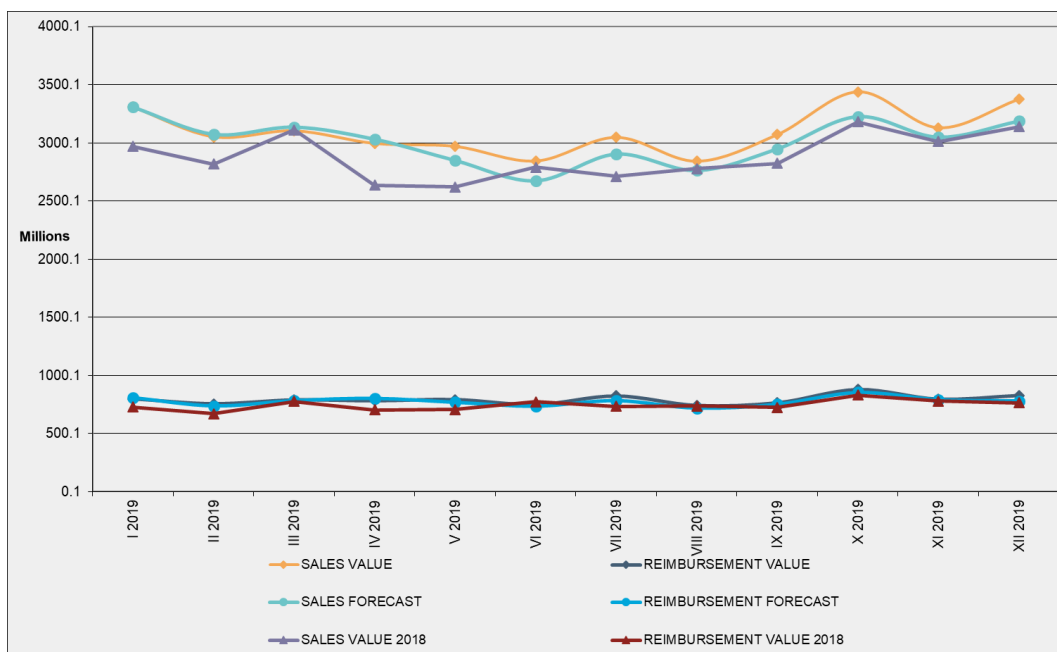
Compared to the previous month, value of sales grew for all monitored segments. Value of reimbursed prescriptions grew by 47.9m PLN (+4.5%), value of non-reimbursed Rx drugs grew by 34.4m PLN (+4.9%) and value of products sold without a prescription grew by 165.9m PLN (+12.4%).

The average retail drug price in December 2019 was 21.9 PLN and was the same as in the previous month, and 4.2% higher than the average price in December 2018. The average retail price of reimbursed prescriptions was 28.8 PLN (+1.3% vs December 2018), 26.9 PLN for non-reimbursed prescriptions (+4.0% vs December 2018) and 17.1 PLN for products sold without a prescription (+4.8% vs December 2018).

Average pharmacy margin for all drugs in December 2019 was 24.9% and was lower by 0.6% than margin in the same period of 2018. Compared to November 2019, the average pharmacy margin was higher by 1.3%.

Drug reimbursement by the National Health Fund in December was in the amount almost 829m PLN, 8.6% more than in the same period of 2018. The level of patient copayment for reimbursed drugs in December was 24.6%, fell by 0.9p.p. compared to previous month.

- Monthly turnover value forecast (PLN million, retail gross prices) -

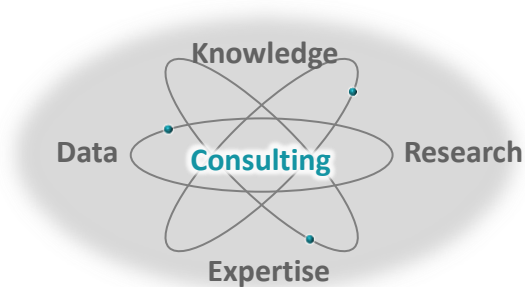


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About us

PEX PharmaSequence is a Polish **consulting and research** company with its own wide-ranging resources of market data. We specialize in services for entities operating in the broadly defined healthcare market.

As a result of numerous projects, carried out over **almost 20 years** of the company's operations on the Polish market, for innovative, generic, and OTC producers, PEX PharmaSequence has gained unique expertise that allows us to provide our Clients with valuable support.



It is not without significance that our team, comprising **60+ people**, has the benefit of experience gained in service companies specializing in the pharma sector, as well as industry experience acquired in local and global pharmaceutical companies.

Our expertise and competencies as well as our **knowledge of the Polish pharma** market enable us to develop proposals and efficiently carry out projects, which offer added value to our Clients' business decisions.

We would like to hear from you!

www.pexps.pl more info

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Published on the 20th of January 2020, prepared by Marta Mazurek, Analyst based on PEX PharmaSequence data.

